

people who are abstractors and who are going out of business made a decision that they were the rightful inheritors of the title insurance business and that they would do everything possible to establish it as their turf and their turf alone and they are doing that despite the fact that there are a number of other types of people who know as much about title insurance as abstractors. Real estate lawyers know more about it than abstractors. Realtors who are experienced know a great deal about it. Savings and loan people who are experienced know all about title problems. They have seen them all. Other insurance people know more about insurance than abstractors do. There are a lot of people, a lot of occupations, who could logically enter this new field of title insurance. It is important for you to understand, I think, what an abstractor does, why they are not necessarily the logical inheritors of this new business. Abstractors are people who are trained to locate and write down documents in the court house. What they are trained to do is go to the court house and know to look in the Register of Deeds Office or know to look in the County Clerk's Office to find a particular document, and when they find it, they know in accordance with their principles that there are certain things that they have to copy down to send over to the lawyer. These people are not trained in interpretation. Always in the past it has been the lawyer who has done the interpreting, the lawyer who has analyzed the real estate problem, the lawyer who has come to a conclusion. These abstractors are mere gatherers of information. In addition, consider theoretically that in the business of title insurance, this new business of title insurance, you don't even need an abstractor. You can theoretically run a title insurance business and not check the records and simply decide to on a business basis to insure over everything, to give insurance without looking back at the records. So in a logical sense, you don't even need an abstractor anymore.

SPEAKER NICHOL: One minute.

SENATOR BEUTLER: But their advantage, of course, is that they are a related industry, that they were sitting there with organizations, existing organizations that were becoming useless, so in their leisure time they turned to their trade organization and devised a whole number of protective measures to put them back in business. They have a bill before the Legislature now that would say every title insurance agency has to have an abstractor despite my prior discussion with you that they don't even need one necessarily. They have another bill that